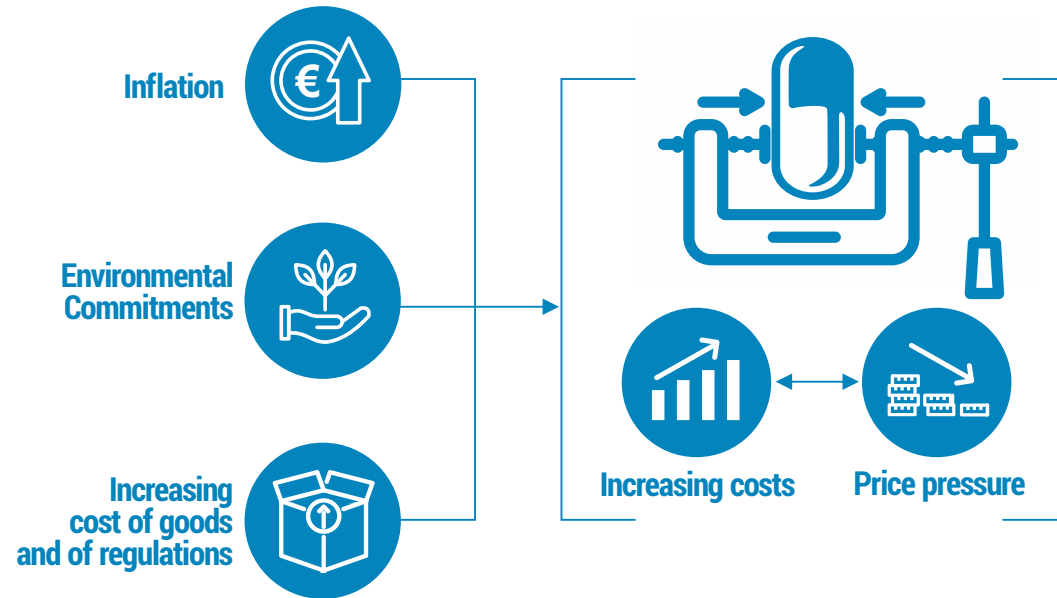


Current pricing models for generic medicines are not fit for purpose

New pricing models for generic medicines¹

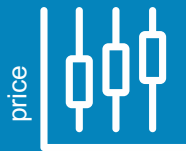
How can we ensure a sustainable healthcare system while safeguarding continuous patient access to medicines?



Current pricing policies, aimed at constantly lowering medicine prices, result in market concentration, and consequently medicines shortages and health inequalities

- > External reference pricing is not a proper tool to ensure competitive pricing in the off-patent market
- > Discounts, clawback and payback policies can easily be overused and severely impact the economic viability and sustainability of supply
- > Highly resilient and future-proof strategies should be promoted to counteract raising inflation and address market challenges

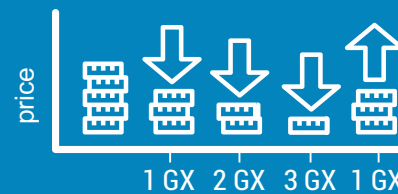
New pricing models



Automatic indexation

1

To adjust the price of medicines according to the **inflation rate**, protecting the economic viability of medicines against fluctuations in costs of medicines according to the inflation rate.



Tiered pricing model

2

To establish a price based on the **number of generic manufacturer** ready to compete in the market.

⇒ PRICE ALIGNMENT
⇒ UNSUSTAINABLE LOW-PRICE



⇒ MARKET COMPETITION



Price de-linkage from originator price

3

To **break the link** between the fluctuating price of the originator and the price of the generic medicines.